



Ron Campbell
Lower Alloways Creek Township Clerk
Lower Alloways Creek Township Municipal Building
501 Locust Road
Hancocks Bridge, NJ 08038

August 13, 2014

Reference: Monopole Communication Tower Installation RFP

Dear Mr. Campbell,

Please accept for your review, and review by the Committee, our RFP response.

The first option is that we simply perform the tasks as stated in the RFP. Here, the Township is purchasing our turn-key monopole services, including the task of our working to secure one or more cell carriers to rent space from the Township on the monopole. As shown in this RFP, the price of these services would be \$169,280.00

The other option is for the Township to partner with us. Here, we bare the costs of building, owning, and managing the monopole—including our securing carrier tenants. At that point, we are: providing the Township with a secure and attractive long-term revenue stream; providing another local public safety communications site, and; enabling better cell connectivity to a large number of Township residents and visitors. And as also described in this RFP response, the annual revenue (payments) to the Township under this option could be as high as \$6,000.00 annually (with one carrier) and \$14,400.00 annually (with four carriers).

We would appreciate an opportunity to meet and talk with you and the Township Committee, and further elaborate on how we can deliver on these services and options.

Thank you for your time and consideration of our RFP response.

Please let me know if I can answer any questions.

Respectfully,

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